

# *The Larkin Idea*

*Christmas Number  
1902*



*"We hope all the  
Larkin Young Folks  
will have  
A Merry Christmas."*

# The Larkin Couches

ALWAYS MAKE ACCEPTABLE

## Christmas Presents

AND GIVE YEARS OF SATISFACTORY SERVICE.

### CHAUTAUQUA COUCH, No. 1.



FREE with \$10.00 worth  
of the Larkin Soaps.

THIS Couch is 25 in. wide and 6 ft. long; has 24 double conical, extra-tempered springs; spring-seat and spring-head; Hardwood slats and frame; good casters. Filled with extra coarser tow with cotton top. Heavy white ducking

over springs. Moth-proof cover, your choice of Corduroy or Velour, plain or figured, in Myrtle Green, Crimson, Brown or Blue. Fringe to match, 7 in. wide. The construction of this Couch makes it extremely durable. It will withstand rough usage.

### COMFORT HYGIENIC COUCH, No. 2.

THIS Couch is 25 in. wide and 6 ft. long; has 34 double conical, extra-tempered black steel springs; full spring-edge and spring-head. Springs supported and held by steel slats. Maker's card is attached to every Couch, guaranteeing the springs never to come through the upholstery, and to out-last any other couch. Upholstered with five rows of tufts in tow with heavy cotton top. Only the cover can wear out, and it is moth-proof. Casters. Your choice of Corduroy or Velour, plain or figured, and of the following colors: Myrtle Green, Crimson, Brown or Blue. Fringe to match, 7 in. wide.



FREE with \$14.00 worth  
of the Larkin Soaps.

Our Hygienic Couches admit light and air freely, with no enclosed space for dirt to accumulate. Every customer can see exactly what he is getting, and can form an opinion of the merits in the improved construction, the steel slats, springs, heavy white ducking over springs and the celebrated steel tufting buttons being in plain view from the under side.

LARKIN ST., *Larkin Soap Co.* BUFFALO, N.Y.

ESTABLISHED, 1875.

# The Larkin Idea

SAVE ALL COST WHICH ADDS NO VALUE

SECOND YEAR.

DECEMBER.

1902.

## MOTHER GOOSE'S CHRISTMAS BOX.

By DAISY H. MEADE.

As old Mother Goose, one cold winter day,  
Was "shaking her big feather beds"  
And watching the little ones frolic and play  
As the snow-flakes came down on their heads,  
She laughed as she bustled, with hearty cheer,  
And shook the white bits far and wide:  
She said, "It is fortunate Christmas is near;  
Now Santa can have a sleigh ride.

"In these days," she went on, "I no longer mind  
(A task that I dreaded of yore)  
The job of so many little presents to find  
For my friends and relations galore;  
For since I've known Larkin, it's always all right.  
He supplies every fancy and need,  
And I call on him yearly with growing delight,  
Finding Christmas a pleasure indeed.

"There is little Boy Blue and little Bopeep,  
They neither are satisfied, quite,  
Without White Woolen Soap to use on their sheep  
To keep their coats fleecy and white.  
And sweet Mistress Mary, so pert and contrary,  
In her garden where pretty maids grow,  
Finds that Larkin's Perfume makes them hasten to bloom  
As she sprinkles them all in a row.

"And little Miss Muffet no longer is frightened  
By spiders coming down at her side,  
Eating there on her tuffet, her trouble is lightened  
Thanks to Larkin's new Insecticide.  
And old Peter, Peter, the great pumpkin eater,  
No longer keeps his wife in a shell;  
For she's happy to stay and keep things bright and gay,  
Since Boraxine suits her so well.

"Then my old friend the barber, who still shaves a pig,  
And makes wigs of but twenty-four hairs,  
Finds the Witch Hazel stick makes a lather so quick

That it greatly reduces his cares.  
 And little Jack Horner, who sits in the corner,  
 Always looks for Bride Soap on my tree ;  
 For in pulling out plums he gets sticky thumbs  
 And they have to be washed, don't you see?

"And the little old woman who lives in a shoe  
 Is filled with contentment and hope.  
 With a Club-of-Ten going, she's hustling, too,  
 Though her children deliver the Soap.  
 And poor Polly Flinders who sat in the cinders  
 And ruined her beautiful clothes,  
 Used Sweet Home with care, so the stains that were there  
 Have vanished,—where, nobody knows.

"My pets, Jack and Jill, who went up the hill  
 And met with such dire disaster,  
 Say, 'Derma-Balm and Cold Cream, necessities seem ;'  
 They now scorn a vinegar plaster.  
 You see why, when it comes Christmas day,  
 Larkin makes it quite easy to do,  
 To remember each friend and a small token send  
 That is neat and appropriate, too."

#### THE BUBBLE PARTY.

Soap-bubble parties are the latest fad of fashion leaders in New York, and the sight of a number of guests all gravely intent upon this amusement is said to be highly entertaining. One of these parties is thus described :

"The invitations, prettily painted with cupids blowing bubbles, bore the quotation, 'The world's a Bubble,' thus signifying the nature of the entertainment.

"The large dining-room was thrown open, disclosing a long table, and crossing it lengthwise, a net 18 inches high, fastened to a frame after the style of a ping-pong net, both being completely hidden by masses of smilax, ivy and cut flowers. Some of the latter had their stems cunningly concealed in small wide-mouthed vials, which were covered by the vines. On each side of this flower net, close to the outer edge of the table, was a row of pretty opalescent glass finger-bowls, holding the soap-suds and resting on plates covered with doilies. Clay pipes

were scattered over the table ; as they were designed first for use and then as souvenirs, they had been prettily painted by the young hostess.

"Two captains were chosen, who then selected their assistants, forming them in line opposite each other ; the sides took turns in blowing the bubbles over the net, while the opposing side by blowing through their empty pipes sought to return them, the hostess and several young ladies who received with her acting as umpire. After an hour or two of this sport, prizes were offered, respectively, to the lady and gentleman blowing the largest bubble."

#### THE LIBRARIAN OF CONGRESS LIKES IT SO WELL HE BINDS AND PRESERVES IT.

The Librarian of Congress, Washington, D. C., writes : "The October Number of THE LARKIN IDEA is wanted to complete the file in this Library. If this is furnished, the courtesy will be greatly appreciated. Volumes are bound when completed."



**REMOVAL AND ENLARGEMENT OF  
PEORIA BRANCH.**

After only six months' experience, the demands of our customers west of the Mississippi River, all of whom are served by our Peoria Branch, have so increased that we have outgrown the large quarters in the fine Auditorium Building, necessitating the removal of our Branch on November 1st to our own new and splendid building at 509, 511 South Water St., where we have over 26,000 square feet devoted exclusively to the packing and shipping of

orders from beyond the Mississippi, and the accounting therefor.

Car-loads of Soaps shipped from our Buffalo factories and of Premiums shipped from the makers at Buffalo and elsewhere will be unloaded at the doors of our new warehouse, saving delays and unnecessary handling.

Our Peoria Branch is constantly in receipt of letters expressing the highest satisfaction with the improved service which we are now able to give our western patrons in quicker deliveries, lower freight charges and more prompt correspondence.



IN OUR OWN BUILDING, 509, 511 S. WATER STREET, PEORIA, ILL.

## PREMIUM NEWS

Christmas Suggestions for the Children.

### GENUINE PING-PONG SET.

Free for one Certificate.

The game offered is the genuine and famous game, Ping-Pong, made by Parker Bros. (Inc.), of Salem, Mass., sole owners and makers of Ping-Pong for the United States.

Set complete, with two corrugated wood rackets, the



approved kind, four celluloid balls; one green net with white border, two poles, with anti-mar fasteners, can be attached to any dining table; Laws of Ping-Pong and complete copyrighted 96-page book of the game.

Carefully packed in neat box.

### CINDERELLA DOLL.

Free for two Certificates.

Full ball-jointed body made of pressed paper, flesh tinted, glazed finish—very light, yet strong; bisque face, sleeping eyes; fine, long curly hair; dainty chemise.

Choice of Blonde or Brunette.

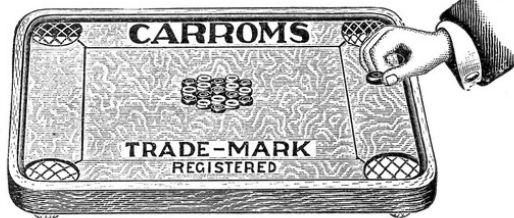
This is one of the handsomest imported Dolls on the market; is about 22 in. long and well proportioned; will delight any little Miss possessing one.



### COMBINATION CARROMS AND CROKINOLE BOARD.

Free for two Certificates.

Over 50 games can be played on this Board, some, especially Carroms



and Crokinole, admitting of so much science and skill that every member of the family, from the oldest to the youngest, finds them intensely interesting. Desirable for Y. M. C. A.'s and for any place where good games can be used.

The Board is 29 in. square, neatly made of three-ply veneer, fine rubbed finish; maple rims, natural wood finish; reversible net pockets; patented felt cushions and ring-pocketing devices. Full directions and equipment with each Board. Crokinole is on the reverse side of the board.

### CHILD'S TEA SET.

Free for one Certificate.

Set consists of 6 Plates, 6-Cups, 6-Saucers, 1 Teapot, 1 Sugar, 1 Creamer, 1 Bowl. Made in strong semi-granite body, permanent under-the-glaze decoration.



Packed in a china-closet made in imitation of an old-fashioned, double-door cupboard. The toy Tea Set just fits the closet, and the child is made orderly by necessity.

### BOY'S EXPRESS WAGON.

Free for one Certificate.

The box is heavy sheet Steel, 13 in.



wide, 26 in. long, 3 in. deep, with round corners. The bottom is selected pine, tongued and grooved. Bright Red inside and outside striped and varnished. Wrought Steel, Black Enameled wheel gear; 10 and 14 in. wheels, tinned. Selected Hickory Handle, varnished.

#### VELOCIPED.

Free for three Certificates; or Velocipede with one \$10.00 Combination Case of the Larkin Soaps, for \$8.50.

Rubber tires; adjustable seat; front wheel, diameter 20 in., rear wheels, 14 in. Frame and forks have Black Enameled finish; wheels, cranks and pedals, tin-plated Steel. For boys  $3\frac{1}{2}$  to 6 years old. Neat, strong and of simple construction.



#### KING REPEATING AIR RIFLE.

Free for one Certificate.

This Repeating Air Rifle is a marvel of simplicity. It has a perfect repeat-



ing device, cannot be clogged by uneven shot from the magazine, and shoots 200 times without reloading. It is strongly built of Steel, Nicked and beautifully polished. Has a genuine Black Walnut stock, open sights, and shoots B. B. or Air Gun shot with great force and accuracy. It is free from danger, noise and smoke. With a little practice, any boy or girl can become a good shot. The possession of this gun affords splendid entertainment of an innocent and practical sort in the home or on the lawn. Length 31 in.

#### A LARKIN DIFFERENCE.

A mail-order furniture house has an imitation of the McKinley Rocker that they call the "Roosevelt Rocker," and advertise as "an exclusive design which will not be found in retail stores," which they offer to sell for \$9.80 C. O. D. Larkin patrons will

probably continue to add 20c. to that price and get the genuine McKinley Rocker with \$10.00 worth of the Larkin Soaps, from the Larkin Soap Co. The furniture company's offer, nevertheless, illustrates the difference between Larkin values and other values.

#### THIRTY-DAY TIME OFFERS OMITTED.

In THE LARKIN IDEA for August we first announced the decision of our Directors, that during October, November and December of this year none but cash orders would be filled.

This measure was adopted to insure the prompt shipment of every cash-in-advance order, which, owing to the confidence in our Company, established by its liberal treatment of patrons, and to the extra value secured by cash orders, had become over three-quarters of our business.

Since March, 1895, after the recovery from the panic of 1893, there has been no time when buildings were not being erected, or apparatus and machinery installed to extend our plant. In the seven years indicated our floor area has increased from two to twenty-one acres.

While the growth of our plant is constant and rapid, the increase in our customers' demands has sometimes exceeded it. A high rate of increase in the Larkin business bids well to continue indefinitely. Expressions of our patrons' approval of our determination to confine our attention to cash orders during the rush months of this year have been general; we have, therefore, decided to cease printing offers of any goods on thirty days' time.

The offer of Thirty Days' TRIAL, which is an integral part of the Larkin Idea and which has never been paralleled by any other large concern, is in nowise impaired; it will continue to be a prominent feature in our offers. We shall continue the offer to refund the full price paid, including freight charges, without argument or com-

ment, to any purchaser who after Thirty Days' Trial is dissatisfied with the Larkin Soaps or a Larkin Premium, without charge for portion used in a reasonable trial.

It is not our intention to create disappointment among our millions of patrons who hold our Premium Lists, Booklet-of-\$10.00-offers, Order-blanks, etc., in which thirty days' time is offered. Observe, therefore, the heading of this article: "Thirty-day Time Offers Omitted." The offer is *omitted* from our printed matter now. This does not mean that thirty-day time orders will all be refused. Until sufficient months have elapsed to insure general knowledge of the change, we shall be carefully considerate of our valued patrons' expectations. It may be necessary to refuse some orders, but only for Premiums in such demand that our manufacturers cannot produce more than enough to insure prompt shipment of cash orders.

#### OUR CALENDAR FOR 1903.

With the January number there will be mailed to each regular subscriber of THE LARKIN IDEA our Modjeska Violets Calendar for 1903. It is  $8\frac{3}{4} \times 11\frac{1}{2}$  inches, and is a fitting companion to the Maid o' the Mist Calendar, which received such cordial welcome last January.

On the panel, in a mat of solid gold, a female figure of exquisite beauty, rising in mid-air, scatters sweet-scented violets from a well-laden basket with lavish hand.

The coloring is rich and the design of such artistic excellence that the Calendar is a creation of rare beauty; it will delight all who are so fortunate as to receive one. It will have no advertising matter. Only enough are being made to send one to each LARKIN IDEA subscriber.

#### DAINTIES FOR MY LADY'S CHRISTMAS.

Modjeska Perfumes and Toilet Preparations are acceptable Christmas gifts. So essential are they for the toilet that no dressing-table is complete without them.

##### MODJESKA ROSE.

Price, 50 cents per ounce, glass-stoppered bottle, in dainty white-and-gold box.



An odor combining the delicious sweetness of "American Beauties" with the fresh, delicate fragrance of "Bride" roses. So natural is this scent that one instinctively turns to the user, expecting to see the flowers from which it emanates.

##### MODJESKA HELIOTROPE.

Price, 50 cents per ounce, glass-stoppered bottle, in a dainty box.



In this extract is concentrated the delicious, sweet fragrance of Heliotrope flowers. By a special treatment the

heavy, sensuous odor of the natural flowers is lightened and made refreshing while still conveying the true flower-odor.

#### MODJESKA VIOLET.

Price, 60 cents per ounce, glass-stoppered bottle, each in a handsome violet-and-gold box.



Our Violet Perfume is a powerful concentration from Violets, made by the most advanced process. Mingled with the true Violet odor it has that pure, cool aroma of the green stems, so characteristic of the fresh flowers. Violet is essentially the highest-priced of perfumes, owing to the very small quantity of odor extracted from each flower and the expert knowledge necessary in successfully imitating its subtle freshness.

#### LAVENDER AMMONIA SALTS.

Price, in ground-stoppered bottles, 25 cents.

Pungent, refreshing, in some circumstances almost life-giving, Smelling Salts are so generally used that they are counted a necessity. For headache, faintness and for minor ills, there is no more agreeable, convenient



and efficient remedy. A bottle of Ammonia Salts open a few moments provides a ready means of revivifying the air of a room, quickly imparting an exhilarant tone to atmosphere, oppressive but a moment before.

#### MODJESKA DERMA-BALM.

Price in 3-oz. bottles, 25 cents.

Among the choicest of hygienic toilet dainties is Modjeska Derma-Balm, a cooling, soothing lotion, the medicinal properties of which preserve the skin, nourish the tissues, and produce a complexion of velvety softness.

After bathing, a little applied to the face, neck, arms and hands, and well rubbed in, will immediately be beneficial, and at any time it may be used to advantage; there being no greasiness, it does not make the skin shiny. It is quickly absorbed, leaving a delicate odor, suggesting freshness and cleanliness.

The housekeeper will find by an application of this daytime demulcent that her face and hands become smooth and soft. The effects of the cold winter winds and the tan and burn of summer sun, by its use may be overcome. Nothing is more effective than this pure skin-food for counteracting all irritations of the skin.



#### LET'S ALL DO IT.

"At Christmas play and make good cheer,  
For Christmas comes but once a year."

## THE LARKIN YOUNG FOLKS

Every Larkin girl and boy has our most sincere wish that the approaching Christmas may be the happiest one of all and that gifts will be abundant enough to fill both stockings to overflowing.

There is every reason to predict that this year Santa Claus will be heavily burdened with gifts for all the Larkin Young Folks. We hope our prediction proves true and we wish all a very merry Christmas.

That the Larkin Idea will contribute much enjoyment to many people is assured. The large number of orders we daily receive is evidence that thousands of Larkin patrons will participate in the joys of Christmas-tide.

There is yet time to get the present, for some one of the family or a friend, which may have been overlooked or may have seemed too far beyond the purse's limit. A few hours' time is enough in which to earn almost any Larkin Premium. Our list is so large and varied, it supplies precisely the right present for any one, from the infant to the grandparent. One cannot choose amiss, and a present earned is doubly valued by the receiver.

Bestowing happiness on others increases one's own fourfold.

Mrs. Matilda Hanby, Middletown, Ind., writes: "At present I am conducting four Larkin Clubs-of-Ten, organized since last April. All the members are well pleased with the Soaps and Premiums, and speak only

in the highest terms of both. They consider the Premium alone worth \$10.00.

"I enclose the photograph of my little son, LeRoy, who is six years of age, and who renders me valuable assistance in the way of taking orders and delivering the Soaps. He finds his Larkin Express Wagon a very useful article in this work."



LEROY C. HANBY.

Mrs. Robert Potts, Newark, Del., writes: "The Photograph enclosed is that of Ruth Richards, a little girl who makes her home with me. She has succeeded in getting an order for a \$10.00 box of the Larkin Soaps and is now at work on the second one. She has had good success thus far and promises to be a faithful little worker for the Larkin Soap Co."



RUTH E. RICHARDS.

Mrs. Cager Haskell, Pembroke, Mass., writes: "My little daughter Lizzie, who says she is the Plymouth County agent for the Larkin Soap Co., (because she has gotten up six orders for your Soaps,) sends her photograph for THE LARKIN IDEA. She is very proud of the Premiums she has received; she expects to continue working for Larkin."

Rosa M. Johnson, East Hampstead, N. H., writes: "I am eleven years old and have sent you three orders for the Larkin Soaps. With my first order I received the 1847 Rogers Silverware; with my second, a Morris Chair, for my Papa's birthday present;





LIZZIE J. HASKELL.

with my third, a Bench Wringer for my Mamma. I think the Larkin plan nice and helpful; and every Premium is just what one wants and just

all right.

"Thank you for THE LARKIN IDEA, which I like very much."

Mrs. J. Adams, New Berlin, N. Y., writes: "I send you the photograph of my little girl Mildred, nine years of age, who has taken orders for four boxes of Larkin Soaps and has received as many Premiums. She got her first order when but six years old and received a Toilet Set as Premium. She is trying to furnish her own room and everything at present indicates that she will be successful. She would appreciate seeing her photograph in THE LARKIN IDEA."

Mrs. Sallie Loper, Cold Spring, N. J., writes: "The photograph I send you is one of my daughter, who has sold all of the Soap ordered in my name. As Premiums we have received, Chautauqua Desk, Reclining Chair, two Toilet Sets, and Dining Table. She has also sold 12 boxes of Soap for the cash profit, with which she has purchased an organ. She now has \$20.00 worth of Soaps in the house to sell and the \$10.00 profit on these will pay for her music lessons. In this way the Larkin Soap Co. is helping children to secure an education, which, perhaps, they could not

otherwise get and also to form business methods. She is only thirteen years of age, but that is fully old enough to realize the helpfulness of the Larkin Soap Co.; she is very grateful for the favors received at your hands."

### THAT RED WRAPPER.

EDITOR LARKIN IDEA:

In the October number of THE LARKIN IDEA one of your customers objects to the red wrapper that envelops the package of Boraxine, because wet hands and clothes are stained by it. I agree with the Company that there are "weighty reasons" why the attractive red wrapper should be retained.

On my sink, for washing dishes, I keep a plate that contains a cake of Honor Bright Soap, and on the same plate, a package of Boraxine with its red wrapper open at the top. A spoon in it does away with handling. If I have occasion to use it in another part of the house I carry it on the plate. In my laundry I have an open-mouthed jar (an old pitcher or mug would do) and keep a spoon in it, as I find that a more economical and convenient way to handle the Boraxine.

By this plan there is no objection to the red wrapper, and I find the one in my kitchen often attracts the attention of some one who is not familiar with Boraxine and thereby I gain a new customer. — ELLA H. MINOR.



ROSA M. JOHNSON.



MILDRED M. ADAMS.



EMMA S. LOPER.

## The Larkin Idea.

### PUBLISHERS' ANNOUNCEMENT.

The subscription price of **THE LARKIN IDEA** is 50 cents per annum.

It is published on the first day of each month, and will be mailed to any address in the United States or Canada for one year upon receipt of the subscription price.

Back numbers cannot be furnished.

**THE LARKIN IDEA** will be mailed free for one year to every sender of three Orders for the Larkin Soaps within twelve months. To one who continues to send Orders, the paper will be mailed regularly until twelve months after the date of receipt of the last of three orders received within a year.

Short contributions are requested from any patron who has something to say that will interest others.

### *Larkin Soap Co.* Publishers.

FACTORY-TO-FAMILY

SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS.

Factories and General Offices: **BUFFALO, N. Y.**

Established, 1875.

Capital, - \$3,000,000.

Branch for West - of - the - Mississippi patrons:  
**PEORIA, ILL.**

#### LOCAL BRANCHES:

211, 213 N. Broad St., **PHILADELPHIA, PA.**  
662, 664 Broadway, E. D., **BROOKLYN, N. Y.**  
49 Barclay St., and } - **NEW YORK CITY.**  
52, 54 Park Place, }  
19 Eliot St., - - - **BOSTON, MASS.**

### FROM FACTORY TO FAMILY.

Manufacturers create value; middlemen add cost. Most manufactured goods are sold to the consumer at from two to four times the cost of production. This is because the goods pass through many hands; from the factory to the sales agent, from the sales agent to the wholesaler, from the wholesaler to the retailer, from the retailer to the consumer. Each "middleman" adds his expenses, his losses, his profits, etc.; all this is piled up in the retail price, and must be paid by you!

The Larkin Idea: Save all cost which adds no value.

We wish all the Larkin patrons the merriest Christmas they ever had.

We have remembered the children's Christmas by offering several Premiums which will gladden their hearts.

When undecided as to what to get, ladies will find any of our various Modjeska Perfumes and Toilet Preparations an acceptable addition to the dressing-table. There are none more dainty, more beneficial or more keenly appreciated.

The observing reader will note that it is our intention to require cash with all orders, after sufficient time has been given to acquaint our patrons with this purpose.

Each step taken in the conduct of our rapidly increasing business is in the interest of every Larkin patron, and one of advancement, to promote that which will secure the greatest good to the largest number. With this definite purpose, we are pursuing that course which will ultimately insure its achievement.

Experience has proved that the transaction which affords most satisfaction is the one that is made complete by prepayment. There is no irritating anxiety over an approaching day of settlement; nothing but a feeling of perfect confidence, the result of our promise, backed by a capital of \$3,000,000, that the customer shall have his money back if we fail in any part of our agreement.

Besides the satisfaction there are pecuniary advantages in prepaid orders: They secure an added fifty cents' worth of Soaps or Toilet Preparations on each \$10.00 order, and they qualify the customer to obtain Certificate Premiums. More than three-fourths of our patrons avail themselves of these profitable privileges voluntarily.

Space does not permit of printing all the subjects which were awarded prizes in the Photograph Contest ending November 15. The winners are: Genre, First prize, \$2.00, Francis Gardner, Harrisburg, Pa. Subject:

"Honor Bright." Second prize, \$1.00, Florence Schimminger, Philadelphia, Pa. Subject: "Have a Piece?"

Landscape, First prize, \$2.00, Mrs. A. G. Willis, Conneaut, Ohio. Subject: "Bessemer Cut." In this class no second prize was awarded.

The next contest closes December 15.

There is an excellent opening for a factory for the manufacture of scouring soap in the Barbados. The island will be glad to dispose of some two million tons of volcanic dust containing, chemists say, fifty-two per cent. of silicex.

TO MR. JOHN D. LARKIN, President.  
**APROPOS OF THE THANKSGIVING SEASON.**

A few of the many favors for which the employees of the Larkin Soap Co., wish to express their sincere thanks at this Thanksgiving Season :

Closing of the Office at 5 o'clock.  
Vacations.  
Saturday half-holidays.  
Savings Department.  
Milk and Coffee.  
Piano.

November twenty-sixth,  
Nineteen Hundred and Two.

The above is the text of the first page of a beribboned document presented to our President the day before Thanksgiving. All the other pages contained autograph signatures of nearly four hundred employees of the General Office and Publicity Department of the Larkin Soap Co.

#### LARKIN BUYS MORE PROPERTY.

**Big Soap Company purchases 175 feet frontage on north side of Seneca Street.**

The Larkin Soap Co. has made another big purchase of property in the vicinity of its immense plant on Seneca Street and the New York Central tracks. A deed has been recorded in the County Clerk's office showing

the purchase of land on the north side of Seneca Street opposite the present factory, having a frontage of 175 feet on Seneca Street and of 152 feet on Swan Street—an area of about one acre of valuable land. The sale was made through the agency of the Buffalo Loan, Trust and Safe Deposit Company.—*Buffalo Times.*

#### AN ILL-STARRED CONSIGNMENT.

After a journey of over four thousand miles, from Africa to Buffalo, to be burned up on the dock immediately after its arrival, was the luckless though warm reception recently met by a consignment of Palm Oil belonging to the Larkin Soap Co. To have been safely transported so great a distance entirely by water only to be destroyed by fire one mile from its destination, the Larkin Soap Works, was certainly the irony of fate.



There is no tree more useful to mankind than the palm; every part of it from root to leaf is valuable and nearly every want of man might be supplied from this source. One of the most useful products coming from Upper Guinea in the Soudan is Palm Oil, thousands of tons of which are used annually in the manufacture of the Larkin Soaps.

On the night of October 22d electric light wires crossed on the warehouse of the Union Steamboat Company—the fire was a disastrous one. Four hundred thousand pounds, more than \$20,000 worth, of Lagos Palm Oil, part of a consignment to us was destroyed. The insurance was only partial.

## A CHRISTMAS IN NORTH PARK.

BY LIDA E. GABRIEL.

"O Daddy, if you only could!" The speaker, a girl of nineteen, stood in the doorway of a neat log cabin in the mountain region of Colorado. Her eyes, whose gaze wandered over the stubbled alfalfa field, were dim with wistfulness. The old man in corduroy stepped close to the still figure in the black gown.

"Ye know I'd do it, dear, if I could manage anyhow. But 'pears like I can't get a cent ahead. What with your mammy's long spell o' sickness an' the bills that doctor charged fur coming out from town, an'—an' then—the last—." The husky old voice choked, then went on bravely, "Takin' it all in all, I don't git anything to buy luxuries with. 'T ain't like as if I wouldn't git 'em fur ye. Dad 'ud do anything in the world fur ye, Jean, anything. Ye know that, don't ye?" The utter loneliness underneath the love in the old man's tones appealed to the girl's affections. She withdrew her gaze from the cedared hills and rested her misty eyes on the old face. "There's only you an' me, Jean, now Mother's gone, an' I'd give my life-blood fur ye, dear."

"Don't, Dad, don't!" said the girl. "I'll never say another word about it. I can get along. Mother did, and she deserved all—everything."

"That's my brave lass! ye allus helped your old father. Ever since you was a tiny babe, ye've been my comfort; please God, Dad'll pay ye back some day, sure. Ye'll have the dishes an' the carpets an' more, too."

The rough old fellow patted the girl's soft cheek with his toil-hardened hand, and passed out into the cool of an autumn morning.

Despite her bravery, it was with a sad face that the girl took up the round

of daily tasks in the little cabin. Lonely, missing the dear invalid mother, who had "passed on" a few months previous, she could scarce restrain the hot tears.

As she washed the breakfast dishes of cracked, nicked and stained stone-china, she often lifted her eyes to the hills. There was some consolation in their rugged, snow-crowned massiveness. How she loved to dwell within the shadow of those stupendous piles of nature's masonry! How she hated the crude furnishings of that humble home!

The soul of sculptor or artist was not more thoroughly imbued with the love of the beautiful than was that of Jean Lorimer, the uncultured child of the West. In her hours of loneliness there in that isolated cabin, she sometimes gave her imagination full swing: those low rooms, mud-daubed walls, and smoke-begrined rafters became palatial halls, adorned with exquisite frescoing; the rough-hewn floors were polished marble; the rude crockery was replaced by dainty china, sparkling glass and shining silver. Seriously did she long for the things to which her father referred that morning.

John Lorimer passed out to the corral in thoughtful silence. His usual merry whistle was stilled; his gray head bent in meditation. Thinking earnestly he crossed the corral to where his wagon stood, and took from it the papers he had brought from the mail the night before. He turned them over slowly: The Post—The Examiner—a large pamphlet.

"Now I wonder what Granny Smith sent this to Jean for. 'Pears like it's a catalogue of some sort. If it's anything that'll interest me 'nough to

take away this clear-down feelin' it allus gives me to put Jean off, I'll just look it over: Larkin Soap Co. Humph! Wonder if Granny thought Jean wanted to go into the soap bizness. Much she knows about the gal! Why, her head's in the clouds half the time, which ain't no joke either seein' as how they settle purty low down when it rains in these high places. Poor gal, ye deserve the fine things all right. Gee whillikins! looks like as if this was gittin' somethin' fur nothin', if I read it right."

The old man was silent for several moments, while he carefully read and reread the opening pages of the Larkin Premium List which Granny Smith, the aged postmistress, had sent to Jean.

He absorbed its contents slowly, but when at last he understood, he went on thinking aloud, as was his custom at times, while he turned

the leaves slowly, "Chairs, watches, silverware, furniture, dishes, sofy-seats, curtains, harnesses, gim-cracks, what-nots—whew! an' iron beds, an' rugs, an'—"

Was the old fellow becoming demented? You would have thought so to see him leap to his feet and swing the pamphlet above his head with a loud "Whoop-la! I've got it! I've got it! Rugs and dishes and iron beds. Jean shall have 'em, sure she will, *Now!* Rugs an' dishes an' iron beds an'— But, land, what will I do with so much Soap? There's the dishes, that's \$16 00 worth; there's the bed, that's ten more; and there's the carpet-what-ye-call-'ems, Art Squares, that's ten more. Ten an' ten's twenty, an' sixteen's thirty-six. Gee whillikins! I could put all the broncos and steers on the ranch into the river and lather 'em. They'd be soap enough. But if they is a ton I'll do



"HAVE A PIECE?"

AWARDED SECOND PRIZE OF \$1.00 FOR GENRE SUBJECTS IN OCTOBER CONTEST.  
TAKEN WITH OUR GUNDLACH CAMERA BY FLORENCE SCHIMMINGER,  
PHILADELPHIA, PA.

it. I will, sure. Soap's a thing that'll keep, an' improve with age an' it ain't eatin' nothin', an' Jean, my little gal, the best darter man ever had, shall be happy if rugs, an' dishes, an' iron beds, an' that Buffalo firm can make her happy. Can't blame her. All her life sleepin' on a bunk; eatin' on stone chiny; puttin' her purty feet on cold planks when she jumps out o' bed these frosty mornin's. It'll do fur a codger like me, but it's too hard fur her. I've found the way out of the difficulty. It's good, too, that they've got a branch place at Peory (Peoria) Illinois—makes my freight charges cheaper, seein' I'm so far west.

"Now, then; I'll go right up to Martin's an' tell him I've changed my mind about that ar' steer. I orter have my price, but for the sake of the gal's happiness an' the rugs an'—an' things, I'll let him go at \$45.00. That'll clear everything, freight an' all. I'll go into town tomorry an' send arter the stuff. No sir-ee, Granny Smith; Jean don't see this book till arter them things come. I'll hustle 'em 'round here by Christmas, an' I'm thinkin' they won't be no happier gal in the Park than my Jean when that day comes."

It was nightfall when he returned from driving the white-faced Hereford to Martin's ranch ten miles up the river. A check for \$45.00 rustled merrily against the Larkin Premium List in the inside pocket of his corduroy jacket. To go into town and back across long stretches of sage-brush plain and alkali waste, to select the style of his chosen Premiums, to make out his order for the Soaps and send it, consumed another day; but had it been weeks, he never would have grumbled.

The crisp autumn days flew by. A letter came saying the Soaps with the Premiums had been shipped. The day before Christmas, Jean, glancing

up from her sewing, saw her father driving into the corral with the big wagon. The white wagon sheet was drawn closely over the bows, completely hiding the load. It meant nothing to her, however. Such things were common in that country, where ranchers freighted many such loads.

There was a happy smile flickering about the thin lips of John Lorimer all that evening, a smile that brought a brighter light to the girl's sad eyes. Now and then he patted that worn Premium List in his pocket, and the look in his own eyes was good to see.

He came in from feeding the stock Christmas morning in a flurry of excitement. Would Jean do a favor for her old Dad? Would she mind riding Ute over to Smith's on an errand? He'd go himself if he could, but there was this and that to do. It wouldn't take mor'n an hour. O' course there was the Christmas cookin' to do, but she'd have time; then she'd orter wish the neighbors 'Merry Christmas,' anyway. That was a good gal. Dad'd keep the fires up all toastin' warm.

She was off in fifteen minutes, and then John Lorimer worked as he had never worked before. There was the pretty Art Square to spread down in Jean's bedroom; the dainty white bedstead with its gold-lacquered trimmings, to set up in place of the old bunk, giving an air of elegance somewhat striking in that old cabin. Most of all he enjoyed covering the long deal table with the snowy linen cloth that had been his wife's wedding gift, and setting thereon the Severn Dinner Set with its decorations of delicate green and gold. It all went on, every piece.

Then the old man stood back to view the effect, rubbing the palms of his hands together and smiling broadly now.

"That'll please 'er; that'll please 'er! She'll be delighted with that, all



right. No half settin' table, there. Looks as though we was goin' to have the whole dum Park in to dinner. She's a comin' now; I hear the clickety-click of Ute's purty feet. Jean! Jean!"

The old fellow could scarce contain himself. He flew to the door and set it wide. "Come right in, Jean, honey. Christmas ain't fur off. Can't ye hear the joy bells ringin'? Don't ye see the feast all spread?"

She did see. There was a joyous "Oh!" A touch here and there on the pretty blossomed cups and plates, to make sure they were real, then "Dad's" arms were round her and she was kissing his bronzed cheeks again and again. Joy and wonderment fought for supremacy when she was shown the rest of the "Christmas."

Then came the questions: "How could you do it? Where did you get the money? How did you manage?" To all of which John Lorimer answered by leading her to the store-room

and pointing triumphantly to three boxes which bore the words, "Larkin Soap Co."

"There's soap enough to last ye three years," he said, "an' dishes enough to keep ye in smashin' material fur 100 days, if ye' break a piece a day."

Jean only answered with a kiss.

The desperate hobos, wild with rage at the refusal of the farmer's wife to give them a square meal, were about to storm the kitchen, heedless of the missiles the angry woman was throwing at them, when one of the gang stooped and picked up a small object that had struck him in the face.

"Run fur yer lives, fellers!" he gasped. "She's t'rowin' pieces o' soapstone at us."

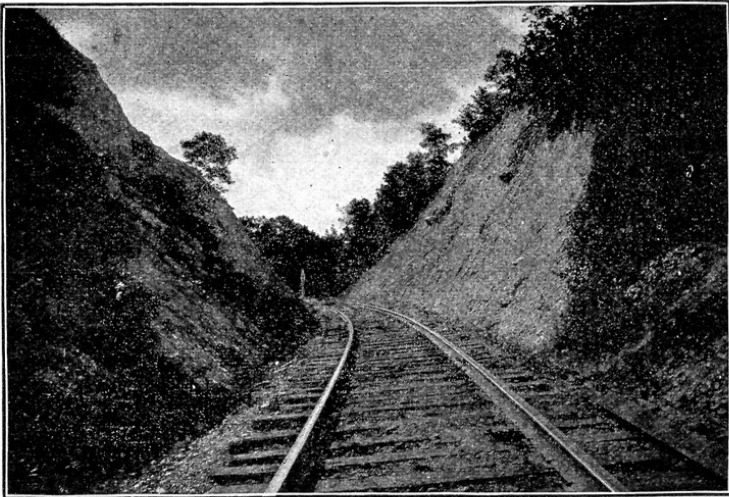
Little Miss Muffit

Sits on a Tuffit

Eating of curds and whey;

She looks very neat, and she's awfully sweet

For she uses Bride Soap every day.



"BESSEMER CUT."

AWARDED FIRST PRIZE OF \$2.00 FOR LANDSCAPES IN OCTOBER CONTEST.  
TAKEN WITH OUR GUNDLACH CAMERA BY MRS. A. G. WILLIS, CONNEAUT, OHIO.



## THE LARKIN CLUB-OF-TEN



What a Dollar a Month Will Do.

A Merry Christmas is our greeting to all members of Larkin Clubs-of-Ten.

Remember the offer we made in the November number: a prize of \$3.00 to the Club sending us the best prepared program and a prize of \$2.00 to the Club sending the second best. That ample notice of this offer may be given all Clubs, the contest will close January 1, 1903, instead of December 1st.

To inform those who are not fully acquainted with the Larkin Club-of-Ten, three questions frequently received by our Inquiry Department are here answered.

1. Any number of members may compose a Club, each ordering an equal part of \$10.00 worth of Soaps. To ascertain the amount of Soaps each should order, divide \$10.00 by the number constituting the Club.

Example: If there are twelve members, each orders 84 cents' worth of Soaps a month (or oftener, if desired).

2. If a Club is composed of more than ten members we cannot allow each member to order \$1.00 worth of Soaps a month, we to credit the excess of \$10.00 to the Club and ship a Premium when \$10.00 is thus accumulated. Each transaction must be complete.

3. If a member selects a Premium worth more than \$10.00 he pays the extra amount, or he may order Soaps at one-half the retail prices to cover the additional cost.

Example: If the Premium is Couch No. 2, (given with \$10.00 worth of Soaps for \$12.00) he may pay \$2.00 extra for the Premium; or he may add \$4.00 worth of Soaps to his order, paying for and receiving \$5.00 worth that month. This will give him the Premium free.

Our thanks are offered for the daintily written and ribboned invitation from Ashtabula, Ohio, printed below.

### WELCOME.

To The Larkin Soap Co.—You are cordially invited to attend the first party in honor of

“THE LARKIN CLUB-OF-TEN,”  
given by Mrs. D. S. Cook, Secretary, at her home, 260 W. Prospect St., Tuesday evening, November 18, 1902. 7.30.

Please write a rhyme for the “Larkin” and compete for a prize.

Ida E. Johnson, East Troy, Pa., writes: “How long does a Club continue? Is it for ten months or longer? As I understand it, if a person joins a Club she is to remain a member during her life, or as long as your Company does business, or until she gets some one to take her place. A member said she had to remain in the Club unless some one took her place.”

### (OUR REPLY.)

You misunderstand the Club-of-Ten plan. A Club-member's obligation ends when each member has received her Premium and \$10.00 worth of Soaps. That Club may be reorganized and continued indefinitely, but she renews her obligation each time. When she joins the Club, she agrees to remain in it and pay her dues until all have received their Premiums; during this time she is at liberty to send individual orders or to organize Clubs and act as Secretary. If for any reason she wishes to withdraw from the Club before the ten months have expired, she should secure a member to take her place.

Mrs. Kate Benger, West Toledo, Ohio, writes: "I send you a photograph of the Larkin Club-of-Ten of which I am Secretary. It is called the West Toledo Larkin Club. All members have enjoyed our meetings and we are thoroughly pleased with the Soaps and Premiums received. We are valiant defenders of the Larkin Idea; if any one were disposed to say a word against it, it could not be said in the presence of one of us. You deserve the prosperity you are having and we hope it will always remain with you."

Editor THE LARKIN IDEA:—The four members chosen from our Larkin Club-of-Ten to prepare an entertainment, decided on holding a Shadow Social at my home.

Two rooms, with partly closed folding doors between and a sheet hung before the opening, are darkened. The men

are assembled in one of the rooms, the ladies, in the other. A lady steps before the curtain and a lamp is held so that a clear shadow is cast upon it.

The men now bid on the shadow—not less than twenty cents but as high as they please. As soon as bidden off the Secretary pins a card bearing the name of the bidder on the lady's shoulder. After all have been bidden off and the bills paid to the Secretary, each man takes to supper the lady wearing his card.

The shadows afforded much amusement as some were grotesquely funny. In every case it was uncertain buying. After supper we had music and games and all enjoyed the evening.

We cleared \$21.00 by the entertainment, which was given for the benefit of our church. The plan may help Club-members and their friends to enjoy an evening, or to aid some worthy cause.

MRS. N. C. CRANDALL.



WEST TOLEDO LARKIN CLUB-OF-TEN, MRS. KATE BENDER, SEC'Y.

**TALENTED EMPLOYEES.****Musical in Office of Larkin Soap Co.**

A musical was given yesterday noon in the office of the Larkin Soap Co. by several members of the business-office force. The program included a piano solo, *Berceuse*, by Godard, given by Miss Matilda M. Frantz; vocal solos (a) *Abide With Me*, and (b) *Spring's Awakening*, sung by Miss Maud S. Bisbee; violin solo (a) *Mendelssohn's Spring Song*, and (b) *Cavalleria*, by Mascagni, played by Mr. William Dick, accompanied by Miss Emmons, and a vocal selection by Miss Wardrobe, accompanied by Mr. Dick, violin, and Miss Emmons, piano.

Musicals are a new feature in the social life at the factory. They were started only two weeks ago, but have become so popular that they are attended by every member of the office staff, those who are in the habit of going home for luncheon eating in the office in order to be present for the musical. A fortnight ago the young men and women in the office who are interested in music appointed a committee to arrange programs for every Tuesday and Saturday noon, the entertainment beginning at 12.25 o'clock and lasting 25 minutes. Owing to the crowded condition of the factory building, it was necessary to use one part of the immense office, which the Larkin Soap Co. gladly placed at their disposal. The company also bought a piano for the use of the employees. As there is a great deal of musical talent among the members of the office staff, the programs are given entirely by the employees.

It is intended to extend this movement, plans already being under way for literary work and, later, for gymnastics. The young women interested in this project number 375 and the men a score or more.

The business of the Larkin factory has increased so rapidly that the firm

has not been able to get in advance of its orders and has been compelled to give its attention almost wholly to its patrons. For the last two or three years the company has been building additions to the factory in order to increase facilities for meeting its orders, until now it is the largest soap factory in the country. For this reason the company has not yet had a chance to erect an office building and probably will not do so until its rapidly growing business has reached its normal condition. The office employees occupy floors in the large factory, and although the offices are perfectly equipped for business, there is no adequate room for social affairs.

The company, however, leaves nothing undone for the employees that is feasible under existing conditions and the appreciation of the latter is most pronounced. In order to make more palatable the cold luncheon which most of the employees are obliged to take, owing to the great distance to their homes, the company serves hot coffee with rich cream, also cold milk, to all the employees, a matron dispensing 30 gallons of coffee each day.

In addition, the company has established a loan fund by which employees are permitted to lend their salary savings to the firm at the rate of five per cent. interest, compounded every three months.—*Buffalo Express*.

**THE VILLIAN STILL PURSUES US.**

A fellow who is not over complimentary says that most people when they bathe do not wash the soap off their skins but carry so much of it around that they finally sicken and die.

To save people from such an unfortunate occurrence he has put on the market—something which has been a long time there—common borax, which he wishes folks to use after the bath with soap.

Presently there will arise a man of cunning, with a compound to rescue humanity from the frightful borax mortality, and after him another, with salvation from the latter's destruction, until man, like soiled linen, must needs be sudsed, rinsed and squeezed through a wringer; else abstain from bathing altogether, except for a plunge now and then in the neighboring mill-pond.

### THE LARKIN LETTER BOX.

Miss Ida M. Ingalls, West Burke, Vt., writes: "The box of Soap, Chiffonier and Hammock all arrived in good condition, and I am much pleased with them. I thank you very much for the nice box of Toilet Soap you sent as the extra present for cash.

"I am not very strong physically so naturally it would seem like hard work to take orders for Soap, but the lovely Premiums which I have received have been ample reward for the labor. My friends have all been kind in purchasing from me, and all those who have used the Larkin Soaps once are perfectly satisfied to use them ever after. With the addition of the new Iron Bed and the Chiffonier my room has been greatly improved. You may expect another order soon."

Mrs. A. Hartel, Rochester, N. Y., writes: "I wish to express my thanks for the prompt and correct fulfillment of my order. I received two boxes of your Soap this morning, having waited not quite a week for them. In all, I have had five boxes and have never found a mistake of even one bar in any of them.

"I have only one difficulty in selling your Soaps and that is I am often met with the remark, 'Oh, yes; we use the Larkin Soaps, but we liked it so well that we sent for a box ourselves.' One lady told me that she could not get along without Boraxine. She was out of it once and her washing suffered the lack of it. This speaks well for your Soaps.

"I have received a Dinner Set, Book-case, Fountain Pen and various Certificate Premiums; they have proved to be better than you have claimed them to be. No company ever gave

its customers better satisfaction in every particular than the Larkin Soap Co. I wish you all the success that your fair and honorable methods deserve."

Mrs. Wm. H. Burdick, Westerly, R. I., writes: "Enclosed you will find an order and a check for it. Please ship goods as soon as possible.

"I was in Boston September 25th and visited the Mechanics' Fair. I sat in one of your Chairs and rested a few minutes. I can truthfully say that I think the Larkin Soap Co. had the handsomest and most tastefully arranged booth there."

Mrs. M. E. Holmes, Quincy, Mass., writes: "I visited the Mechanics' Fair, Boston, and was indeed pleased with the Larkin exhibit of Soaps and Premiums. One is able to judge the Premiums better by seeing than it is possible to do from photographs or engravings. I have always found your goods precisely as represented, and have sent you eight or nine orders, and have another one nearly ready to send. I wish you great success the coming year."

### EXPOSURE OF FRAUD.

*The Larkin Soap Co. is interested in exposing all swindles in connection with Soap. All who have been defrauded by traveling fakirs, please write us particulars. All communications are treated in confidence and for the benefit of the public.*

*We never employ traveling soliciting agents. All are swindlers who so represent themselves.*

### FOUR SUGGESTIONS.

1st. Never buy soaps from traveling agents who are unknown to you, and to all people in your community.

2nd. Never buy soaps not made by a well-known manufacturer. There are a hundred thoroughly responsible and well-known soap manufacturers; it is not necessary to go outside of these for soaps.

3rd. Buy no goods of any kind on the promise of a premium, unless the

premium is to be delivered with the goods.

4th. Pay no money to any traveling agent for any article until delivery of satisfactory goods is made.

Mrs. F. M. Claflin, Washington, D. C., writes: "There was a man selling soap in this part of the city yesterday, and saying he would give a premium such as you give with a \$10.00 order, for an order for \$1.00 worth of his soap—this month only—using your catalogue for the buyer to select a premium from. He said he was W. L. Williams, 6th and L St., New York, and that he had worked for the Larkin Soap Co. for eleven years. We think he is a fraud.

"I also send wrapper from his soap. His premium is to be delivered the 15th of December.

"I am using your Soaps and will try to send a \$10.00 order soon. I write this to let you know how your catalogues are being used."

OUR REPLY (TELEGRAM).

"Williams a fraud. Don't know him. Complain to police."

Robert Dows, Washington, D. C., writes: "Some time ago I purchased \$10.00 worth of your Soaps with Premium. Both give perfect satisfaction.

"I now inform you of a man who says he was formerly in your employ but is now with a company in opposition to your firm. He is using your Premium List in order to show that he will give with order for \$2.00 worth of soap any premium you advertise to give on a \$10.00 order. The man gave the name of Williams. The wrappers of the soap bear the name 'Co-Operative Soap Co., Makers, New York.'

"My object in writing is that you may protect yourselves against fraud, and if I can be of service to you please advise me of it."

(OUR REPLY.)

We thank you for your letter of the 21st inst. We have long been cognizant of the fraudulent methods used by the man Williams to obtain business, and we have repeatedly warned our customers against him. However, it remains for the persons who have been defrauded to prosecute him. Unfortunately, we cannot restrain him from lying. We have yet to hear of a case where he has delivered a premium, and the soap is very inferior in quality.

Our wrappers and labels bear our name—Larkin Soap Co.

Mrs. H. L. Drown, Conway, N. H., writes us: "There was a man here about a month ago selling soap and telling people he would send them a chair or sideboard. He got their money, but they got no present."

Mrs. Clara E. Kerlin, Windber, Pa., writes: "Enclosed find soap wrapper. There have been two men, agents, in Windber today selling soap with this wrapper, representing themselves as your agents and selling this soap as your soap, saying that they came direct from your factory. Please let me know if you have agents here."

(OUR REPLY.)

We can hardly understand how you could so easily believe the statement of the agent who called on you that he represented our Company, when the wrappers on the soap sold by him did not bear our name, but instead that of the Consolidated Soap Co., New York. You can depend upon it that any company doing business in so large a city as New York and omitting the street address from their advertising matter, is irresponsible. The wrappers on our Soaps and Toilet Preparations all bear our name—no other.

Sincerely yours,  
LARKIN SOAP CO.

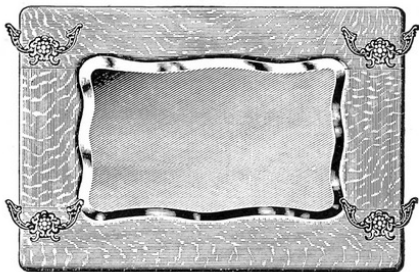


# USEFUL HOLIDAY GIFTS.

Any one of these handsome Larkin Premiums given  
**FREE** with \$10.00 worth of the **LARKIN SOAPS.**

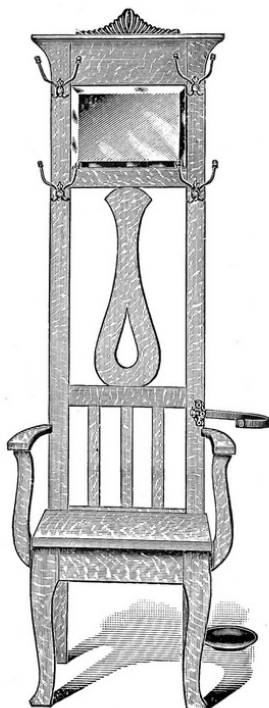
## HANGING HAT RACK, No. 2.

French beveled-plate mirror 16 x 26 in. set in a wide, shaped Quartered-Oak frame, highly polished, Golden Oak finish, with four two-way, burnished hooks, equivalent to sixteen single hooks. A tasteful Rack, 37 in. long and 25 in. wide.



## QUARTERED-OAK HALL RACK, No. 3.

A Quartered-Oak Hall Rack of graceful design; handsome, polished Golden Oak finish. Height, 76 in.; width, 24 in.; seat, 17 in. high, 18 in. wide and 13½ in. deep; two shaped arms; fine 10 x 14 in. French beveled-plate mirror; eight double brass hooks; 7½-in. brass umbrella-pan and brass arm.



## GERMAN BLACK-FOREST CUCKOO CLOCK.

Height, 16 in. To hang on wall; a very handsome, unique, fairly accurate time-piece; movement is made of brass; iron weights (not shown in cut) are imitations of pine cones.

Case of Clock is hand-carved and Mosaic Inlaid. Twice every hour a small door over dial of clock flies open, and the Cuckoo appears and sings his peculiar, plaintive song; then the clock strikes, the bird retires, and the door closes after him. All is automatic.



LARKIN ST.,

*Larkin Soap Co.*  
ESTABLISHED, 1875.

BUFFALO, N. Y.

**A CHRISTMAS PRESENT**  
 THAT PLEASES EVERYBODY IS  
**THE CHAUTAUQUA DESK**  
 Free with \$10.00 worth of the  
**LARKIN SOAPS.**



**T**HIS beautiful Desk is made of solid Golden Oak, varnished and hand-polished finish; very handsome carvings. Drop-leaf provides a writing-bed 26 in. deep. Fine 8x14 French beveled-plate mirror; brass rod for curtains. It stands 5 ft. high, is 2½ ft. wide and 10½ in. deep. It is a perfect and complete but remarkably compact Desk, and has three roomy book-shelves, two shelves for bric-a-brac, seven pigeon holes for papers, compartments for letter-paper, ink, etc. Over 500,000 in the homes of Larkin patrons.

*Larkin Street, **Larkin Soap Co.** Buffalo, N. Y.*

ESTABLISHED, 1875.